

LARKIN

Club-Member's Order-Book

This Book is for the Convenience of Larkin Club-Members. It contains Price-List of Larkin Products, Order-slips, Instructions How to Order (Page 10) and a Place for Secretary's Receipt.

EXTRA BENEFITS

Our new plan makes it convenient for Club-members to obtain extra Premiums by purchasing additional Products in any quantity from 5 cents' worth up. It is called the Excess-Order Plan because an excess-order is one for any amount from 5 cents up, sent with and in excess of (in addition to) a regular Club-of-Ten order. It makes every purchase of Products in excess of your regular share, count just so much toward a Larkin Premium. You will get the same double retail-value in return for the small purchases as for the larger ones, so the more you buy, the more you will save.

When you make up the next Club-of-Ten order and have picked out your regular share, look through the list of 500 home needs. There are many goods that you have use for almost every day, but have never ordered. Try some of them. When the goods arrive, the Secretary will give you with each 5 cents' worth of Products ordered in excess of your regular share, a Larkin 5-cent Coupon. Each Larkin 5-cent Coupon is good for another 5 cents' worth of Larkin Products, or the Coupons may be saved to obtain any Premium we offer.

When you wish your Coupons redeemed have the Secretary return them to us with any Club-of-Ten order.

With the first Coupons the Secretary gives you a *Coupon-Book* in which to keep them.

Larkin Co.

Price-List of Larkin Products

All prices quoted here are our List-Prices, which represent regular Retail-Worth. Factory-to-Family Dealing reduces the actual cost to you one-half, for you always receive \$20.00 worth of Retail-Value for \$10.00.

*Star indicates new Products.

FOR LAUNDRY AND KITCHEN

Ammonia, per 1-pt. can	15c
Ball Blue, per box	10c
Soluble Blue, per box	10c
Powdered Borax, per 1-lb. pkg	15c
Glove Cleaner, non-inflammable, per 4-oz. bottle.	20c
Wall-Paper Cleaner, per can	10c
Water Softener Compound, per 1-lb. pkg	15c
Naphtha Washing Compound, per pkg	15c
Chloride of Lime, per can	10c
Pure Potash or Lye, per 1-lb. can	10c
Cleaning Paste, per 1-qt. can	25c
*Scouring Paste, per can	15c
Scouring Powder, per 1-lb. can	10c
Boraxine Soap Powder, per 1-lb. pkg	10c
Stain Remover, for white goods only, per box . . .	5c
Sweet Home Soap, per bar	5c
Honor Bright Scouring Soap, per bar	5c
*Soft Soap, per 1-gal. can	80c
White Woolen Soap, per bar	7c
Gloss Starch, per 3-lb. pkg	25c
Ironing Wax, per cake	10c

TOILET SOAPS

Safeguard Carbolic Soap, per box of 3 cakes	25c
Old English Castile Soap, per box of 3 cakes	30c
Clover Toilet Soap, per box of 3 cakes, 30c; Guest size, 12 cakes	50c
Shaving Cream, per tube	20c
Golden Glow Soap, per box of 3 cakes	25c
Elite Glycerine Soap, per box of 3 cakes	25c
Maid o' the Mist Bath Soap, per bar	5c
Modjeska Toilet Soap, per box of 3 cakes, 60c; Guest size, 6 cakes	40c
Creme Oatmeal Soap, per box of 3 cakes	25c
Mechanics' Paste Soap, per can	15c
Sandalwood Soap, per box of 3 cakes, 40c; Guest size, 6 cakes	30c
Powdered Shaving Soap, per box	20c
Shaving Soap, per stick	10c
Shaving Soap, Metal Box, per stick	20c
Sulphur Soap, per box of 3 cakes	25c
Shaving Soap, per tablet 10c; per pkg. 6 tablets . .	50c
Borated Tar Soap, per box of 3 cakes	25c
Tartan Tar Soap, per box of 2 cakes	10c
Violet Transparent Soap, per box of 3 cakes	25c
World's Work Toilet Soap, per box of 2 cakes . . .	10c

TEAS

English Breakfast, Ceylon, Green Japan, Uncolored Japan, Mixed, Formosa Oolong; per ½-lb. can, 35c; 1-lb. can	60c
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SPICES AND BAKING POWDERS

Allspice, ground, per ¼-lb. pkg.....	5c
Cinnamon, ground, per ¼-lb. pkg.....	20c
Cloves, ground, per ¼-lb. pkg.....	15c
Ginger, ground, per ¼-lb. pkg.....	10c
Nutmeg, ground, per ¼-lb. pkg.....	15c
Whole Nutmegs, per 1 doz. pkg.....	10c
Black Pepper, ground, per ¼-lb. pkg.....	10c
Cayenne Pepper, ground, per ¼-lb. pkg.....	10c
White Pepper, ground, per ¼-lb. pkg.....	15c
Phosphate Baking Powder, per ½-lb. can.....	15c
Cream of Tartar Baking Powder, per ½-lb. can.	25c

FLAVORING EXTRACTS

Almond, Celery, Nutmeg, Onion; per 2-oz. bottle, each.....	20c
Lemon, per 2-oz. bottle, 20c; per 8-oz. bottle...	65c
Orange, per 2-oz. bottle, 25c; per 8-oz. bottle.....	85c
Vanilla, per 2-oz. bottle, 25c; per 8-oz. bottle....	85c
*Essence of Clove, *Cinnamon Compound, *Sassa- fras; per 2-oz. bottle, each.....	25c
Essence of Wintergreen, per 2-oz. bottle.....	25c

PREPARED PUDDINGS AND DESSERTS

Prepared Jelly Desserts:—Lemon, Orange, *Raspberry, *Strawberry; per pkg., makes 1 pint.	10c
Prepared Puddings:—Chocolate, Lemon, Orange, Vanilla; per pkg., makes 1 quart; each.....	10c

MISCELLANEOUS FOODS

Pork and Beans with Tomato Sauce, per can...	15c
Peanut Butter, per 12-oz. jar.....	25c
Tomato Catsup, per 1-pt. bottle.....	25c
Roasted Cereal (Substitute for Coffee), per 1-lb. pkg.....	15c
Chocolate, Sweetened, per ¼-lb. cake.....	12c
Chocolate, Unsweetened, per ½-lb. cake.....	30c
Pure Cocoa, per ½-lb. can.....	30c
Shredded Cocoanut, per ½-lb. pkg.....	18c
Culinary Paste Colors:—Apple-Green, Heliotrope, Cherry-Red, Lemon-Yellow, per jar, each.....	10c
Root Beer Extract, per 3-oz. bottle.....	15c
Gelatine, per pkg., makes 2 quarts.....	10c
Chewing Gum, per pkg. of 10 sticks.....	10c
Macaroni, per 1-lb. pkg.....	15c
*Macaroni, Short Cut, per 1-lb. pkg.....	15c
Mustard, ground, per ¼-lb. pkg.....	10c
Prepared Mustard, per 12-oz. bottle.....	12c
Egg Noodles, per pkg.....	10c
Sago, per 1-lb. pkg.....	12c
Celery Salt, per 3 ½-oz. bottle.....	15c
Table Salt, per 5-lb. pkg.....	10c
Bird Seed, mixed, per pkg.....	10c
Saleratus or Soda, per 1-lb. pkg.....	10c
Corn Starch, per 1-lb. pkg.....	10c

Pearl Tapioca, per 1-lb. pkg.....	12c
Dry Yeast, 7 cakes, per pkg.....	5c

PERFUMES

Modjeska Bouquet, per 1-oz. bottle.....	35c
Carnation, Clover, Jockey Club, Heliotrope, Lilac, American Beauty Rose, White Rose, Lily of the Valley, Violet, per 1-oz. bottle, each.....	50c

TOILET WATERS

Clover, Eau de Cologne, Lavender, Lilac, Mod- jeska, American Beauty Rose, Sandalwood, Lily of the Valley, Violet, per 4-oz. bottle, each.....	50c
Florida Water, per 4-oz. bottle.....	25c

SACHET POWDERS

Clover, Heliotrope, Carnation Pink, American Beauty Rose, Violet, per pkg. 10c; per 1-oz. box	25c
Florentine Orris Root, powdered, per ½-lb. pkg..	25c

TOILET PREPARATIONS

Violet Ammonia, per 1-pt. bottle.....	25c
Derma Balm, per bottle.....	25c
*Toilet Benzoin, per 2-oz. bottle.....	25c
Brilliantine, Hair and Beard Lustre, per bottle..	25c
Headache Cologne, per bottle.....	35c
Cold Cream, *per 1-oz. tube, 15c; per 2-oz. jar, 25c; per ½-lb. jar.....	75c
*Complexion Cream, per 2-oz. jar.....	30c
Witch Hazel Cream, per 4-oz. jar.....	25c
Massage Cream, per jar.....	50c
Liquid Dentifrice, per bottle.....	20c
Nail Enamel, per jar.....	15c
Chemically Pure Glycerine, per 2-oz. bottle, 15c; per 6-oz. bottle, 35c; per 16-oz. bottle.....	75c
Rosewater and Glycerine, per bottle.....	15c
*Camphor Ice, per stick.....	10c
Almond Meal, per jar.....	20c
Tooth Paste, per tube.....	20c
Lehcaresor Papier Poudre Book, 90 Sheets, Coated with Pink Face Powder.....	25c
Bath Powder, per box.....	15c
Nail Bleach Powder, per bottle.....	20c
Face Powder, Pink or White, per box.....	25c
Foot Powder, per box.....	15c
Nail Powder, per box.....	15c
*Rice Powder, (White) per 2-oz. can.....	15c
*Borated Talcum Powder, per jar.....	15c
*Ideal Talcum Powder, per jar.....	15c
*Rose Talcum Powder, (Pink) per jar.....	15c
Violet Talcum Powder, per jar.....	15c
Deodorant Toilet Powder, per box.....	25c
Tooth Powder, per box.....	20c

Genuine Bay Rum, per 4-oz. bottle	25c
Lavender Smelling Salts, per bottle	25c
Violet Smelling Salts, per bottle	50c
Egg Shampoo, per bottle	25c
Quinine Hair Tonic, per bottle	35c

PHARMACAL PREPARATIONS

Powdered Boric Acid, per box	10c
Essence of Anise, per 2-oz. bottle	25c
*Glycerin-Thymol Dental Antiseptic, per 8-oz. bottle	35c
Tincture of Arnica, per 4-oz. bottle	25c
Spirit of Camphor, per 4-oz. bottle	30c
Toothache Drops, per bottle	20c
Witch Hazel Extract, per pint bottle	30c
Essence of Ginger, per 2-oz. bottle	25c
Amber Petroleum Jelly, per 4-oz. jar	10c
Camphorated Petroleum Jelly, per tube	15c
Carbolated Petroleum Jelly, per tube	10c
Mentholated Petroleum Jelly, per tube	20c
White Petroleum Jelly, per 4-oz. jar	15c
Anodyne Liniment, per 4-oz. bottle	25c
Carbonate Magnesia, per 2-oz. cake	15c
Camphorated Oil, per 4-oz. bottle	25c
Castor Oil, per 4-oz. bottle	25c
Cod Liver Oil, per 8-oz. bottle	35c
Sweet Oil, per 4-oz. bottle	25c
Healing Ointment, per tube	15c
Essence of Peppermint, per 2-oz. bottle	25c
Hydrogen Peroxide, per 6-oz. bottle	20c
*Liquid Petrolatum, per 4-oz. bottle	15c
Adhesive Plaster, 1 yd., 1 in., wide, per box	10c
Belladonna and Capsicum Porous Plaster	10c
Corn Plasters, 5 in Envelope	10c
Court Plaster, per pkg	5c
*Liquid Court Plaster, per bottle	10c
Anti-Inflammation Poultice, per 15-oz. can	50c
Licorice Powder, per ¼-lb. box	15c
Seidlitz Powders, per box of 1-doz	30c
Epsom Salt, per 1-lb. box	10c
Rochelle Salt, per ½-lb. box	30c
Corn Salve, per box	10c
Antiseptic Solution, for Mouth and Throat, per 8-oz. bottle	50c
Cough Syrup, per 4-oz. bottle	25c
Laxative Syrup (for children), per 4-oz. bottle	25c
Cough Tablets, per box	10c
*Soda Mint Tablets, per ½ oz. bottle	10c

POLISHES

Stove-Pipe and Iron Enamel, per 8-oz. can	15c
Furniture Polish, per ½-pt. bottle	20c
Liquid Metal Polish, per 1-pt. can	20c
Shoe Polish, Black or Russet, Water-proof Paste,	10c
*Silver Polish, Paste, per can	15c

Silver Polish, Powdered, per box.	5c
Stove Polish, Paste, per 8-oz. can.	10c

PAINTS AND VARNISHES

Circular Showing Colors Sent, Postpaid, On Request. Gallon Cans Packed Separately.

READY-MIXED HOUSE PAINTS

Black, Dark Blue, Light Blue, Medium Blue, Chocolate-Brown, Buff, Drab, Dark Gray, Pearl-Gray, Apple-Green, Blind-Green, Fern-Green, Yellow-Green, Maroon, Deep Olive, Venetian Red, White, Medium Yellow, Orange Yellow, per 1-qt. can, 65c; per 1-gal. can.	\$2.50
Special Color to match sample, not less than 8 gals. All orders for special colors filled from Buffalo, N. Y. per gal.	\$2.50

READY-MIXED FLOOR PAINTS, ETC.

Terra-Cotta, Gray, Green, Yellow, per 1-qt. can, 50c; per 1-gal. can,	\$1.65
Crack-Filler, per 3-lb. can.	40c
Floor-Wax, per 1-lb. can.	50c

INSIDE FINISHES AND BRONZES

No. 601, Flat Black—Per ½-pt. can.	25c
Aluminum Bronze, per 2-oz. pkg.	25c
Gold Bronze, per 2-oz. pkg.	25c
No. 717. Flat White—Per ½-pt. can, 25c; per 1-qt. can.	75c
No. 727. Inside White—Per 1-qt. can, 75c; per 1-gal. can.	\$2.85

VARNISHES

White Enamel, ½-pt. can, 30c; 1-pt. can, 45c; *1-qt. can.	80c
Cherry, Clear, Ground Color, Mahogany, Dark Oak, Light Oak, Walnut, per ½-pt. can, 25c; per 1-qt. can.	75c
*Renovating, ½-pt. can, 20c; 1-qt. can.	60c

PAINT AND VARNISH BRUSHES

Paint Brush, Flat, 3 ½ in. wide, ¾ in. thick. . . .	60c
Paint Brush, Oval, 1 ⅞ in. wide, 1 ⅜ in. thick. . .	60c
Varnish Brush, 1 in. wide, 10c; 2 in. wide.	20c

HARDWARE SUNDRIES

Closet Hooks, coppered, per 1-doz. pkg.	12c
Kitchen Butcher Knife, Blade 6 in. long by 1 ¼ in. wide.	25c
Jack Knife, 3 ⅜ in. handle, 2 blades.	50c
Gentleman's Pocket Knife, 2 blades, length, closed 3 ½ in.	85c
Putty Knife.	15c
Bread and Meat Knives, 8-in. blades, 2 in pkg. .	50c
Paring Knives, 3 ¼ in. blades, 2 in pkg., per pkg. .	20c

*Base Knobs, per pair.....	10c
*Nut Cracker and Picks, per set, 1 Cracker and 6 Picks.....	25c
Drawer Pull.....	5c
*Scissors, 5 ½ in.....	60c
*Embroidery Scissors, 3 ½ in.....	50c
Can-Opener, Bottle-Opener and Cork-Screw.....	10c
*Screwdriver.....	25c
Steel-Laid Shears, 7 in. long.....	65c
Acme Cast-Metal Shears, 7 in. long.....	25c
Sharpening Stone, for kitchen and field.....	5c
Handy Assortment Nails, per 1-lb. pkg.....	10c
Carpet Tacks, 500, size 8 oz. per pkg.....	5c
*Household Thermometer, (to Peoria branch customers by mail, only, 6c postage required)	50c
Auto-Baited Mouse-Trap.....	10c
Cake Turner, 15 ½ in. long.....	10c

GENERAL SUNDRIES

Larkin Cook Book, over 250 recipes.....	15c
Household Candles, per 1-doz. box.....	20c
China Cement, per bottle.....	15c
Paper Doilies, 100, Four sizes, 25 of each, per pkg.	50c
Dyes:—Black, Light Blue, Dark Blue, Navy Blue, Brown, Seal Brown, Gray, Light Green, Dark Green, Pink, Scarlet, Crimson, Garnet, Turkey Red, Yellow, Orange, Purple, 17 colors, each per pkg.	10c
Water-Glass, preserves 15 doz. eggs, per can	15c
Liquid Glue, per tube.....	10c
Gas Mantles, Upright and Inverted. Orders not accepted at Peoria, per box, each.....	25c
Safeguard Matches, per case 36, 5c boxes.....	\$1.80
Safety Matches, per pkg. 1 doz. boxes.....	10c
Machine Oil, per 2-oz. bottle.....	10c
Horse and Cattle Ointment, per 8-oz. can.....	25c
Shelf Paper, white, per 30-yd. pkg.....	30c
Toilet Paper, per pkg. of 12 rolls.....	\$1.00
Waxed Paper, 12 x 18 in. per 48-sheet pkg.....	10c
Insect Powder, per pkg.....	15c
*China Salt and Pepper Shakers, per pair.....	50c
Plant and Animal Soap, Sulpho-Tobacco, 3-oz. cake 10c; 8-oz. cake 20c; 10-lb. cake.....	\$3.00
*Silver-Plated Teaspoons, Wm. Rogers' Mfg. Co. AA, per box of 6.....	\$1.25

TOILET ARTICLES

*Atomizer, Toilet and Medicinal.....	40c
Larkin Safety Razor Blades, per pkg. of 5.....	25c
Hair Brush, 9 in. long.....	50c
*Ideal Hair Brush.....	\$1.50
*Clothes and Hat Brush.....	50c
Nail Brush, 4 ½ in. long.....	25c
Shaving Brush, 5 in. long.....	50c
Tooth Brush, in box.....	25c

Dentoid Tooth Brush, in box.....	25c
*Junior Tooth Brush.....	15c
Nail Buffer, 5 in. long.....	50c
Face Chamois.....	10c
Nail Clip, Pocket Manicure, length, $2\frac{1}{8}$ in.....	25c
Dressing Comb, Black or White, length, $7\frac{9}{16}$ in.....	25c
Dressing Comb, all coarse teeth, Black or *White.....	25c
*Gentleman's Dressing Comb.....	20c
*Greatcomb, black.....	50c
*Greatcomb, black, all coarse teeth.....	50c
Horn Pocket Comb, $4\frac{3}{16}$ in. long.....	15c
Fine Tooth Comb, $3\frac{1}{4}$ in. long, White.....	15c
Flexible Nail File, 5 in. long, in leather sheath... ..	20c
*Waxed Dental Floss, per spool 12 yds.....	10c
*Toilet Hand Mirror.....	\$1.00
Larkin Safety Razor Outfit.....	\$1.00
Tooth Picks, per pkg. of 1,400.....	5c
Powder Puff, $2\frac{3}{4}$ in. in diameter.....	25c
Manicure Scissors, 4 in. long.....	75c
Nail Scissors.....	75c
*Hair Tonic Sprayer.....	65c
Manicure Sticks, per pkg. of 12.....	15c
Toilet Tweezers.....	10c

ARTICLES OF DRESS

Barrette, *Amber or Tortoise Shell-Color, length, $4\frac{1}{2}$ in.; width, $1\frac{3}{4}$ in.....	25c
Men's Shirt Buttons, Gold-Plated or *Sterling-Silver, per set of four.....	50c
Back Comb, *Amber or Tortoise Shell-Color, $5\frac{1}{2}$ in. x $2\frac{5}{8}$ in.....	50c
Side Combs, *Amber or Tortoise Shell-Color, $4\frac{3}{4}$ in. x $2\frac{1}{8}$ in. per pair.....	50c
*Men's Garters, per pair.....	25c
Women's Embroidered Lawn Handkerchiefs, size 12-in., per pkg. of 4.....	50c
Men's Hemstitched Lawn Handkerchiefs, size 18-in., per pkg. of 4.....	50c
Women's Hemstitched Lawn Handkerchiefs, size 12-in., per pkg. of 6.....	50c
Women's Hemstitched Linen Handkerchiefs, size 12-in., per pkg. of 2.....	50c
Men's Shoe Laces, Black, 2 pairs, per pkg.....	10c
Women's Shoe Laces, Black, 2 pairs, 45 in. long.....	10c
Collar-Cuff Pins, Bright or Roman finish, pair....	25c
Horn Hair Pins, Amber or Tortoise Shell-Color, $3\frac{1}{4}$ in. long, 1 doz.....	25c
Wire Hair Pins, 80 assorted pins, per paper.....	5c
*Hat Pin, Sterling-Silver, length, 12 in.....	50c
Safety Pins, 1-doz. each of 3 sizes, per pkg.....	15c
Toilet Pins, Glass Heads, 8 doz. black; 4 doz. white, length, $1\frac{1}{4}$ in. per paper.....	10c
Veil-Pin, Rolled-Gold, Bright or Roman finish.....	25c
Girls' and Boys' Black Stockings, Sizes 6 to $9\frac{1}{2}$, Per pkg. of 2 pairs of one size.....	50c

*Children's Hose Supporters, ages 2 to 13 yrs. per pair	25c
*Misses' Hose Supporters, ages 14 to 18 yrs. per pair	25c
Women's Hose Supporters, Black, Blue and White, per pair, each.	50c
*Infants' Vests, size 2, for ages 3 to 9 months....	50c
*Infants' Vests, size 3, for ages 9 to 15 months...	50c
*Infants' Vests, size 4, for ages 15 to 24 months..	50c
*Men's Suspenders.....	50c

SEWING SUPPLIES

Pearl Buttons, Sizes 14, 16 or 18, per doz.....	10c
Darning Cotton, Black, per tube, 135 yds.....	10c
Spool Cotton, Black or White, Nos. 50, 60 and 70, per 800-yd. spool, each	25c
Hooks and Eyes, 2-doz. black, 2-doz. light, sizes *1 and 2, per pkg	10c
Snap Dress Fasteners, 1-doz. each, black and light, per 2-doz. pkg.....	20c
60-in. Tape Measure	10c
Needles, 5-10 Sharps, per pkg	5c
Darning Needles, 12 needles, 1 tape-needle.....	5c
Special Brass Pins, length, 1 1/8 in. per paper of 360	10c
Sewing Silk, Black or White, ltr. A, per spool..	20c
White Cotton Tape, 7/16 in. wide, 10-yds.....	10c
Silver Thimble, Sizes 5 to 12.....	40c
*Black Button Thread, per tube, 200 yds.....	10c
Mending Tissue, 6 x 36 in. Brown, per pkg.....	10c

DRY GOODS SUNDRIES

*Scalloped Centerpiece.....	50c
Lace-Trimmed Centerpiece	50c
Valenciennes Lace Edging, White, 1 in. wide, per 6-yd. piece	50c
Valenciennes Lace Insertion, White, 1 in. wide, per 6-yd. piece	50c
*Lace-Trimmed Dresser-Scarf.....	75c
Dress Shields, White, sizes *2, 3 and 4 per pair...	25c
Figured Huck Towels, per pkg. of 4	\$1.00
Plain Huck Towels, size 21 1/2 x 44 in. pkg. of 2..	50c

LIBRARY SUPPLIES

Larkin Envelopes, 100 env. to box	30c
Writing Paper, 24 sheets, 24 envelopes	25c
Writing Ink, per bottle	10c
Mucilage, per bottle.....	10c
Writing Paper, one pound pkg.....	25c
Library Paste, per tube.....	10c
Lead Pencils, 4 soft, 2 medium, per 1/2-doz.....	25c
Steel Falcon Pens, per 1-doz. pkg.....	10c
Ink Remover, per bottle.....	20c
Pencil Tablet, 150 ruled sheets	10c
Writing Tablet, 100 ruled sheets.....	10c

HOW TO ORDER

The member will give the Secretary a signed order for Products, and when due for Coupons and Larkin Premium, taking a receipt for money paid in a space provided on the back of this Order-Book. (See filled-in order on last page which illustrates how blanks are to be used.)

Invariably, all Products should be fully paid for when ordered. (For each 5c worth of Larkin Products purchased at list-prices in addition to regular Club share, members will receive a Larkin 5c Coupon). To obtain a Larkin Premium offered for more than Five Certificates the member must pay to the Secretary, at time his Premium is ordered, \$1.00 for each Certificate in excess of Five, or this excess may be paid with Coupons at rate of 40 Coupons for one Certificate.

While each shipment must be a separate transaction, the selection of a Larkin Premium when due may be postponed indefinitely, and a Due-bill requested instead. Due-bills may be accumulated to secure Premiums of any value. Whenever Due-bill is returned to us the Premium selected will be shipped.

Only one-half of list-prices, unless Coupons are requested, will be charged for Products selected in excess of the purchase required for Premium chosen.

The members' order-slips should be held by Secretary as the delivery-record. Before accepting delivery, all the Products received should be carefully checked with copy of the order. The member who receives the Larkin Premium must pay the freight- and delivery-charges on it and on \$10.00 worth of Products. Each excess-purchaser must pay a proportionate part of freight on Products ordered in excess of regular Club share. Example:—If freight on \$10.00 worth of Products is 40c. charge on 25c. excess-purchase should be 1c.

(Continued on Page 31)

CLUB-MEMBER'S ORDER

LARKIN CLUB SECRETARY:

PLEASE ORDER AS LISTED BELOW

FOR _____
NAME _____

ADDRESS _____

DATE _____ 19 _____

[illegible]

**HAND THIS TO CLUB SECRETARY.
NOT TO BE SENT TO LARKIN CO.**

OVER

HOW TO ORDER

(Continued from Page 10)

When ten orders have been sent, each member will have paid at least \$10.00 in ten \$1.00 payments and the freight-charges on all Products and Premiums he has received. He will have received at least \$10.00 worth of Larkin Products and one Five-Certificate Premium or double list value in Products. Each member is made an Old Customer. If excess orders have been sent, the member will have received Coupons redeemable in additional Products or Premiums.

A Club-member does not advance \$10.00 at any one time and is not entitled to the Present for Cash; it is a product of the organization and is therefore the property of the organizer. The Certificate Premium is, as explained on page 2 in Catalog, a reward to the Secretary for services in extending our sales. The Certificate Premium and Presents for Cash comprise the just recompense to the Secretary for conducting the club.

SPECIMEN OF MEMBER'S ORDER

CLUB-MEMBER'S ORDER			
LARKIN CLUB SECRETARY.			
PLEASE ORDER AS LISTED BELOW			
FOR <u>Mrs. Howard Morton</u>			
ADDRESS <u>382 Jefferson St.</u>			
DATE <u>Mar 15</u> 1911			
QUAN	PRODUCTS	DOZ LARK	PTS
10	Barb Sweet Home Soap		50
1	Boraxine		10
1	Scouring Powder		10
2	Mist Soap		10
1	Ex Creme Oatmeal Soap		25
1	Corn Starch		10
1	Cr. Jar Baking Powder		25
1	2oz. Vanilla Extract		25
1	Peanut Butter		25
1	Cold Cream		25
1	Tooth Paste		20
1	Stove Polish		10
1	Court Plaster		05
1	Tooth Brush		25
1	Pl. Lawn Handkerchiefs		50
1	Safety Pins		15
1	Cotton Thread		
	White No. 50		25
1	Pr. Huck Towels		50
TOTAL		4	15

HAND THIS TO CLUB SECRETARY
NOT TO BE SENT TO LARKIN CO

OVER

AMOUNT TO BE PAID CLUB SECRETARY		DOZ LARK	PTS
MY SHARE IN THE CLUB		1	00
ADDITIONAL PRODUCTS	63 COUPONS WANTED (PAY LIST PRICES)	3	15
	NO COUPONS WANTED (PAY ONE-HALF LIST PRICES)		
EXTRA FOR PREMIUM			
TOTAL		4	15
PAID FOR BY:			
CASH		4	15
COUPONS			
NOTE: TO DETERMINE QUANTITY OF COUPONS DIVIDE AMOUNT OF ADDITIONAL PRODUCTS BY 3			
MEMORANDUM			
Dear Mrs. Emerson			
If I happen to be away from home when your boy brings the goods please leave them with Mrs. Johnson next door who will sign receipt. I am glad you told me about Larkin Peanut Butter. I like it.			
Yours as ever			
Mrs. Howard Morton			
SECRETARY.			
WHEN PRODUCTS AND COUPONS ARE DELIVERED HAVE CLUB-MEMBER SIGN THIS ORDER-SLIP AND YOU KEEP IT AS YOUR RECEIPT			
Mrs. H. B. Johnson			
DATE <u>Mar. 21</u> 1911			

Secretary's Receipt

Upon payment by Customer, the Secretary should write in spaces below: (1) Date paid; (2) Amount paid; (3) Signature.

[illegible]

Larkin Co.

Established, 1875

BUFFALO, N. Y.

BRANCHES

New York Boston Philadelphia Pittsburgh
Cleveland Chicago Peoria

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[illegible]

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